

M&A Australian digest: ZOOM ON RECENT DEALS



February 2020

The new decade confirms intense M&A activity on the professional services sector in 2020

1. **Global IO joins Deloitte in Australia, Canada and Chile** : Big Four firm Deloitte has bought Global Integrated Operations (IO), a Perth-headquartered company that provide operations transformation consultancy services to clients in the energy, resources and mining sectors. Global IO launched in 2014 in Perth, Western Australia, and focuses on operations and supply chain topics, as well as productivity improvement and the management of integrated operations centers.
2. **ASI Solutions acquires BEarena in A/NZ growth push**: Business technology and IT services provider ASI Solutions has acquired BEarena, a trans-Tasman specialist provider of virtual Infrastructure, public and hybrid cloud solutions, managed services and back-up and disaster recovery platforms. While the acquisition is set to see BEarena swiftly integrated into the broader ASI Solutions offering portfolio, BEarena's New Zealand operation, which claims offices in Auckland and Wellington, will operate independently, becoming an ASI Solutions company but keeping the BEarena name.
3. **Infosys to acquire Simplus**: Infosys, a global leader in next-generation digital services and consulting, today announced a definitive agreement to acquire Simplus, one of the fastest growing Salesforce Platinum Partners in the USA and Australia. Simplus is a recognized leader and advisor in cloud consulting, implementation, data integration, change management and training services for Salesforce Quote-to-Cash applications. This acquisition, coupled with the acquisition of Fluidio announced in September 2018, further elevates Infosys' position as an end-to-end Salesforce enterprise cloud solutions and services provider, offering clients unparalleled capabilities for cloud-first digital transformation.



4. **Quadrant Growth Fund buys Arq Enterprise for \$35m:** QGF is expected to partner with Arq Enterprise's management team led by chief executive Tristan Sternson as it seeks to create and implement digital solutions for governments, businesses and brands. Quadrant managing partner Justin Ryan, partner Simon Pither and associate director Peter Elkhouri will join the Arq Enterprise board. "Arq Enterprise is a uniquely placed platform in a high growth sector, with strong capabilities across cloud, data and analytics and mobile," Pither said on Tuesday. Quadrant was advised by PWC, Gilbert + Tobin and LEK.
5. **Nexon snaps a trio of businesses to boost IT services:** Nexon Asia Pacific has acquired Kiandra IT's technology and security solutions division, along with Remagine Solutions and XCentral in a buying spree set to see it ramp up its IT services offering and underpin a broader growth strategy. According to the cloud and managed IT services provider, its investment in Kiandra IT, Remagine Solutions and XCentral, will support the company's pathway for growth and shape its next generation managed IT offering whilst scaling its Melbourne footprint.
6. **Ben Lilley assumes ownership of McCann Australia:** Former agency CEO Ben Lilley is assuming ownership of Interpublic Group's McCann Australia – part of McCann Worldgroup. The agency will still have access to the parent company, but will operate independently in Australia.
7. **Citadel snaps up UK Healthcare tech company:** Canberra-based IT service management company Citadel Group has acquired UK-based healthcare software vendor Wellbeing Software Group for £103 million (A\$199.5 million). The company provides radiology and maternity software solutions that manage patient workflow and data. Wellbeing will fit into Citadel's health division, adding to its current offerings in pathology and oncology software.
8. **Accenture buys Australian consultancy Icon Integration:** Accenture has snapped up supply chain and data specialist consultancy Icon Integration, absorbing its 70-odd staff based in Sydney, Melbourne and New Zealand. Icon Integration worked across several suites including AWS, Tableau and Microsoft, though it was best known for its SAP work, and that appears to be Accenture's primary interest. Icon Integration is the latest in a line of consultancies acquired by Accenture recently, including government consultancy Apis Group in December 2019, big data consultancy Analytics8 in August 2019, and security specialist BCT Solutions in June 2019.

You would like to assess the sale readiness of your consultancy or you are thinking of an M&A deal in the near future, contact pierre.briand@scdadvisory.com